



LANNY T. WOLFE  
Special Accounts Manager

400 Raritan Center Parkway  
Edison, NJ 08837  
908-225-4774  
Fax 908-417-9076

TO: ALL SUB JOBBERS

Enclosed are your allocations of the May Doral Value Added Program and the May Doral DPC Promotion.

Your supplier will deliver your allocations the week of May 17th.

A list of the accounts that have agreed to the Doral B2G1F Promotion is attached. Please send one display to each account.

You may earn \$3.00 for each account you sell a Doral 25¢ off display to by submitting a list of the names and addresses of these accounts to your R.J. Reynolds Sales Rep or to:

Lanny Wolfe  
Special Accounts Manager  
R.J. Reynolds Tobacco Company  
400 Raritan Center Parkway  
Edison, NJ 08837

Should you have any questions, please call me at: 908-225-4774.

Sincerely,

*Lanny*

Lanny T. Wolfe

LTW:ama  
cc: F.E. Cook - G.P. Mitchell

51856 0448

"We work for smokers."

# 2nd Quarter Promotion North Jersey - 1226 / Central 1230

May Doral .25¢ off 1 pack DPC

500392 (Order Regular Product through Customer Services)

475403

4 Ctn.

Payment by voucher via TPS. No hand-held table entry.

475403

includes:

(5/SKU) POS packed in each display

to support program. Sheet of 40 - .25¢

VPR's included inside shipper for Direct

Account placement on packs.

| Total Displays Allocated  | Displays  | Ship Dates | Displays           | Ship Dates         | Displays           | Ship Dates         |
|---------------------------|---|------------|--------------------|--------------------|--------------------|--------------------|
| 1385 Displays (277 SKU's) |   |            |                    |                    |                    |                    |
| Shipping Locations        | PLEASE ORDER IN SKU'S (5/SKU), NOT INDIVIDUAL DISPLAYS! |            |                    |                    |                    |                    |
| 073310 John Bricks        | 12  | ↑          | 2-6m<br>DEF BOX *  | 1-12m<br>DEF BOX * | 1-12m<br>DEF BOX * | 1-12m<br>DEF BOX * |
| 109310 Brown/Christom     | 6   |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 153480 Peter P. Dennis    | 6   | 5/4/95     | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 176840 Eisler & Co.       |   |            |                    |                    |                    |                    |
| 363720 Pine Lesser        | 9   |            | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  |
| 434400 A. Monteverdi      | 6   |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 488910 Paterson           | 18  |            | 3-6m<br>DEF BOX *  | 3-6m<br>DEF BOX *  | 3-6m<br>DEF BOX *  | 3-6m<br>DEF BOX *  |
| 535731 North Jersey       | 9   |            | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  |
| 641180 Thomson-Okun       | 6   |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 658500 United Candy       | 6 (N.Y.)  |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 792074 Morris County      | 3   |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 083160 C. A. Burke        | 9   |            | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  |
| 176520 B. Eisler          | 12  |            | 1-12m<br>DEF BOX * | 1-12m<br>DEF BOX * | 1-12m<br>DEF BOX * | 1-12m<br>DEF BOX * |
| 193350 Fernandez          | 6   |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 217281 Plainfield         | —   |            |                    |                    |                    |                    |
| 227040 Glikin Bros.       | 6   |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 305520 Irvington          | 6   |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 334410 King Vending       | —   |            |                    |                    |                    |                    |
| 339120 Edmund Kleiner     | 3   |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 347392 Consolidated Sim   | 9   |            | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  | 2-6m<br>DEF BOX *  |
| 379800 Luce Wholesale     | 6   |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 423360 Middlesex          | —   |            |                    |                    |                    |                    |
| 536808 M. Bernstein       | —   |            |                    |                    |                    |                    |
| 613680 Star Tobacco       | 3   |            | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| 648590 A. Trenk           | 6   | ✓          | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  | 1-6m<br>DEF BOX *  |
| Total Remaining:          |   |            |                    |                    |                    |                    |

5/1/95  
↓  
\$1,363.15

5/1  
↓  
\$2,044.70  
↓  
\$681.57  
5/1

51856 0449

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## Sub Jobbers

DORAL DPC DISPLAYS - MAY

51856 0450

| Division  | Acct. # | Name                            | Supplier     | # of <del>WDP</del> DPC Displays |
|-----------|---------|---------------------------------|--------------|----------------------------------|
|           | 77033   | MERCO CANDY & TOBACCO           |              |                                  |
|           | 543805  | VIKISHA INC.                    | Middlesex    |                                  |
|           | 773829  | SPRINGFIELD CANDY               | Star LUCE    |                                  |
|           | 440519  | GALE SALES CO                   |              |                                  |
|           | 773974  | I GLIKIN                        |              |                                  |
|           | 470122  | KARAN ENTERPRISES               | Glikin Bros. |                                  |
|           | 590476  | CENTRAL JERSEY TOB.             | C. A. Burke  |                                  |
|           | 577086  | NASA DISTRIBUTORS               | Plainfield   |                                  |
|           | 276509  | CAPORRINO                       | Trenk        |                                  |
|           | 51191   | CENTRAL WHOLESALE               |              |                                  |
|           | 325636  | N. A. WHOLESALE                 |              |                                  |
|           | 397230  | SUBURBAN WHOLESALE              | Plainfield   |                                  |
|           | 453857  | JO-LY CANDY DIST.               | C. A. Burke  |                                  |
|           | 480772  | SAILEEA CORP.                   |              |                                  |
|           | 563970  | WORLD OF BEVERAGE               | C. A. Burke  |                                  |
|           | 567833  | SMOKE KING                      |              |                                  |
|           | 772536  | ZENA ENTERPRISES                | Luce         |                                  |
|           | 592347  | J&S INC TOBACCO                 | Plainfield   |                                  |
|           | 208979  | M & M DISTRIBUTORS              | J. Bricks    |                                  |
|           | 582815  | MARTY'S TOBACCO                 | Morris Cty.  |                                  |
|           | 582817  | JAY TOBACCO                     | Patterson    |                                  |
|           | 399740  | PETER CANDY                     | King         |                                  |
|           | 575539  | NIDHI ENTERPRISES               | King         |                                  |
|           | 401041  | B & W CLIFFORD                  | Bernstein    | ---                              |
|           | 661194  | J C WHOLESALE                   | J. Bricks    | ---                              |
|           |         | NATL CASH & CARRY               | Pinelesser   |                                  |
|           | 37021   | CIGARETTE SERVICES              |              | ---                              |
|           |         | MINA TOBACCO (HENRY V.)         | IRVINGTON    |                                  |
| Bob Rick. |         | CONTINENTAL TOBACCO (S. JERSEY) | BERNSTEIN    | BUYS FROM HENRY V.               |

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Direct Accounts

51856 0451

| Division | Acct. # | Name                 | Displays | Displays<br>for Subs. | Total<br>Displays |  |
|----------|---------|----------------------|----------|-----------------------|-------------------|--|
| 1230/04  | 176520  | B. EISLER            |          |                       |                   |  |
| 1230/03  | 648590  | A. TRENK & SON       |          |                       |                   |  |
| 1230/02  | 227040  | GLIKIN BROS          | 30       |                       |                   |  |
| 1230/05  | 536808  | M. BERNSTEIN & SONS  |          |                       |                   |  |
| 1230/05  | 461520  | NEWARK TOBACCO       |          |                       |                   |  |
| 1230/03  | 305520  | IRVINGTON TOBACCO    |          |                       |                   |  |
| 1226/01  | 334410  | KING VENDING         |          |                       |                   |  |
| 1230/01  | 339120  | EDMUND C. KLEINER    |          |                       |                   |  |
| 1230/02  | 379800  | LUCE WHOLESALE       |          |                       |                   |  |
| 1230/08  | 613680  | STAR TOBACCO         |          |                       |                   |  |
| 1230/06  | 347392  | CONSOL SIMON DIST    |          |                       |                   |  |
| 1230/08  | 193350  | FERNANDEZ DISTRIB    |          |                       |                   |  |
| 1230/09  | 83160   | C A BURKE            |          |                       |                   |  |
| 1230/11  | 217281  | PLAINFIELD TOBACCO   |          |                       |                   |  |
| 1230/10  | 423360  | MIDDLESEX TOBACCO    |          |                       |                   |  |
| 1226/15  | 109310  | BROWNEY FOOD PROD.   |          |                       |                   |  |
| 1226/07  | 73310   | JOHN BRICKS, INC.    |          |                       |                   |  |
| 1226/03  | 535731  | NORTH JERSEY TOB.    |          |                       |                   |  |
| 1226/14  | 488910  | PATERSON TOBACCO     |          |                       |                   |  |
| 1226/09  | 363720  | PINE LESSER & SONS   |          |                       |                   |  |
| 1226/13  | 792074  | MORRIS COUNTY TOB.   |          |                       |                   |  |
| 1230/05  | 641180  | THOMSON OKUN INC.    |          |                       |                   |  |
| 1230/01  | 658500  | UNITED TOBACCO       |          |                       |                   |  |
| 1230/05  | 434400  | A MONTEVERDI INC     |          |                       |                   |  |
| 1226/11  | 176640  | EISLER CO INC        |          |                       |                   |  |
| 1230/12  | 153480  | PETER P. DENNIS INC. |          |                       |                   |  |
|          |         |                      |          |                       |                   |  |
|          |         |                      |          |                       |                   |  |
|          |         |                      |          |                       |                   |  |
|          |         |                      |          |                       |                   |  |

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## Direct Accounts

51856 0452

690

| Division | Acct. # | Name                 | Displays | Displays for Subs. | Total Displays | 2nd Wave<br>Subs/Dr.  |
|----------|---------|----------------------|----------|--------------------|----------------|-----------------------|
| 1230/04  | 176520  | B. EISLER            | 3        | 18                 | 21             |                       |
| 1230/03  | 648590  | A. TRENK & SON       |          | 9                  | 9              |                       |
| 1230/02  | 227040  | GLIKIN BROS          | 9        | 6                  | 15             | 4 1                   |
| 1230/05  | 536808  | M. BERNSTEIN & SONS  | 21       | 7                  | 28             | 5                     |
| 1230/05  | 461520  | NEWARK TOBACCO       |          |                    |                |                       |
| 1230/03  | 305520  | IRVINGTON TOBACCO    | 12       | 12                 | 24             | 4                     |
| 1226/01  | 334410  | KING VENDING         | 27       | 6                  | 33             | 1 4                   |
| 1230/01  | 339120  | EDMUND C. KLEINER    | 3        |                    | 3              |                       |
| 1230/02  | 379800  | LUCE WHOLESALE       | 3        | 1                  | 4              |                       |
| 1230/08  | 613680  | STAR TOBACCO         | 1        | 5                  | 6              |                       |
| 1230/06  | 347392  | CONSOL SIMON DIST    | 27       | 6                  | 33             | 3                     |
| 1230/08  | 193350  | FERNANDEZ DISTRIB    | 2        |                    | 2              |                       |
| 1230/09  | 83160   | C A BURKE            | 5        | 30                 | 35             | 4 2                   |
| 1230/11  | 217281  | PLAINFIELD TOBACCO*  | 8        | 32-1               | 40             | 8 14                  |
| 1230/10  | 423360  | MIDDLESEX TOBACCO    | 50       | 14                 | 64             | 10 12                 |
| 1226/15  | 109310  | BROWNEY FOOD PROD.   | 41       |                    | 41             | 2                     |
| 1226/07  | 73310   | JOHN BRICKS, INC.    | 8        |                    | 8              | 1 5                   |
| 1226/03  | 535731  | NORTH JERSEY TOB.    | 70       | 2                  | 72             | 6                     |
| 1226/14  | 488910  | PATERSON TOBACCO     | 123      | 3                  | 126            | 8                     |
| 1226/09  | 363720  | PINE LESSER & SONS   | 52       | 3                  | 55             | 1 8                   |
| 1226/13  | 792074  | MORRIS COUNTY TOB.   | 21       | 2                  | 23             | 8 2                   |
| 1230/05  | 641180  | THOMSON OKUN INC.    | 1        | 4                  | 5              | 1                     |
| 1230/01  | 658500  | UNITED TOBACCO       | 21       | 2                  | 23             | 7                     |
| 1230/05  | 434400  | A MONTEVERDI INC     | 23       | 4                  | 27             | 5                     |
| 1226/11  | 176640  | EISLER CO INC        | 20       | 1                  | 21             | (3) 2nd wave displays |
| 1230/12  | 153480  | PETER P. DENNIS INC. | 9        | 2                  | 11             | 7                     |
|          |         | Stomell              | 11       | 5                  | 16             |                       |
|          |         | Associated           | 1        |                    | 1              |                       |
|          |         | MELANE               | 1        |                    | 1              |                       |
|          |         | Thompson + Hawkins   | 1        | 1                  | 2              |                       |
|          |         | Jersey Coast Tob.    |          | 2                  | 2              |                       |
|          |         | * Bessick            |          |                    |                |                       |
|          |         | Twin City Grocery    |          | 1                  | 1              |                       |
|          |         | H.J. Bailey          |          | 11                 | 11             |                       |
|          |         | Ocean Tob.           |          | 2                  | 2              |                       |
|          |         | C D I                |          |                    |                |                       |

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## Sub Jobbers

51856 0453

573959 PATTERSON MARKET PINE LESSER. 2nd WAVE. SUBS.

| Division   | Acct. # | Name                               | Supplier                  | # of VAP Displays |
|------------|---------|------------------------------------|---------------------------|-------------------|
|            | 77033   | MERCO CANDY & TOBACCO              | A. MANTEVARO              | 1                 |
|            | 543805  | VIKISHA INC.                       | Middlesex                 | 49 12 10          |
|            | 773829  | SPRINGFIELD CANDY                  | Star LUCE                 | 1 1               |
|            | 440519  | GALE SALES CO                      |                           |                   |
|            | 773974  | I GLIKIN                           | Plainfield Tob.           | 7                 |
|            | 470122  | KARAN ENTERPRISES                  | Glikin Bros.              |                   |
|            | 590478  | CENTRAL JERSEY TOB.                | C. A. Burke               | 2 4 4             |
|            | 577088  | NASA DISTRIBUTORS                  | Plainfield                | 1                 |
|            | 276509  | CAPORRINO                          | Trenk                     |                   |
|            | 51191   | CENTRAL WHOLESALE                  |                           |                   |
|            | 325636  | N.A. WHOLESALE                     | GLIKIN Bros.              | 1                 |
|            | 397230  | SUBURBAN WHOLESALE                 | Plainfield                | 2                 |
|            | 453857  | JO-LY CANDY DIST.                  | C. A. Burke               |                   |
|            | 480772  | SAILEEA CORP.                      |                           |                   |
|            | 563970  | WORLD OF BEVERAGE                  | C. A. Burke               |                   |
|            | 567833  | SMOKE KING                         |                           |                   |
|            | 772536  | ZENA ENTERPRISES                   | Luce                      | 1                 |
|            | 592347  | J&S INC TOBACCO                    | Plainfield                | 1                 |
|            | 208979  | M & M DISTRIBUTORS                 | J. Bricks                 | 34 2 1            |
|            | 582815  | MARTY'S TOBACCO                    | Morris Cty.               | 5                 |
|            | 582817  | JAY TOBACCO                        | Patterson                 | 7 1               |
|            | 399740  | PETER CANDY                        | King                      | 6                 |
|            | 575539  | NIDHI ENTERPRISES                  | King                      | 9 2 1             |
|            | 401041  | B & W CLIFFORD                     | Bernstein                 |                   |
|            | 661194  | J C WHOLESALE                      | J. Bricks                 | 4                 |
|            | 770557  | NATL CASH & CARRY                  | Pinelesser                | 3                 |
|            | 37021   | CIGARETTE SERVICES                 |                           |                   |
|            |         | MINA TOBACCO (HENRY V.)            | IRVINGTON                 |                   |
| Bob FRICK. |         | CONTINENTAL TOBACCO (S. JERSEY)    | BERNSTEIN                 |                   |
|            |         | ROCKAWAY DISTRIBUTION              | GLIKIN Bros.              | 1 1               |
|            |         | D. J. TOBACCO                      |                           |                   |
|            | 592347  | J. & S. INC                        |                           | 1                 |
|            |         | WRAC INC.                          |                           | 1                 |
|            |         | J. J. HO                           |                           | 1                 |
|            |         | Consolidated OCEAN TOBACCO. 3-5 HO | GLIKIN Bros. PINE LESSER. | 2 1               |

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